

Message Text

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ORIGIN EUR-12

INFO OCT-01 ISO-00 SP-02 AID-05 EB-07 NSC-05 CIEP-01

TRSE-00 SS-15 STR-04 OMB-01 CEA-01 COME-00 AGR-05

CIAE-00 DODE-00 INR-07 NSAE-00 PA-01 USIA-06 PRS-01

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DRAFTED BY EUR/CE:JKORNBLUM:LCB

APPROVED BY EUR:RDVINE

EUR/CE:DANDERSON

USDA:REMANNION

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P 012232Z AUG 75

FM SECSTATE WASHDC

TO AMEMBASSY BERLIN PRIORITY

C O N F I D E N T I A L STATE 182437

E.O. 11652:GDS

TAGS: EEWT, EPAP, BTRA, GE

SUBJECT: ILLINOIS FARM BUREAU SALES MISSION

REF: STATE 175485

1. EMBASSY RECEIVING IN SEPTTEL PROPOSAL BY USDA FOR VISIT OCTOBER 3-4 BY SALES TEAM OF ILLINOIS FARM BUREAU TO EXPLORE MARKETS IN GDR. TEAM MAKING ONE OF REGULAR SERIES OF SUCH VISITS MADE TO EASTERN EUROPE IN RECENT YEARS. ITINERARY WILL INCLUDE OTHER EASTERN COUNTRIES AS WELL AS GDR.

2. DEPARTMENT CONSIDERS ILLINOIS SALES TEAM TO BE A USEFUL PRIVATE EFFORT TO INCREASE SALES OF AMERICAN AGRICULTURAL PRODUCTS TO EASTERN EUROPE. IN PROPOSING VISIT TO GDR WE WISH, HOWEVER, TO MAKE CLEAR: (A) THE CONFIDENTIAL

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ESSENTIALLY PRIVATE NATURE OF THE UNDERTAKING; AND

(B) THAT OUR REQUEST FOR VISIT BY A GROUP OF THIS SORT
DOES NOT AFFECT IN ANY WAY PLANS FOR AN ORDERLY DEVELOPMENT
OF OFFICIAL TRADE CONTACTS WHICH WE HOPE CAN BEGIN WITH
THE EXPERT-LEVEL DISCUSSIONS DESCRIBED IN REFTEL.

3. WE ARE ESPECIALLY CONCERNED THAT GDR OFFICIALS WHO
MAY NOT BE EXPERIENCED IN DEALING WITH US BUSINESSMEN,

MAY HAVE THE IMPRESSION THAT VISIT OF SALES TEAM
REPRESENTS OFFICIAL USG POLITICAL INITIATIVE ON TRADE
RELATIONS WITH THE GDR. EMBASSY SHOULD UNDERLINE
FACT THAT PRESENCE OF USDA OFFICIAL ON TEAM DOES NOT
SIGNIFY USG SPONSORSHIP OR CONTROL OF UNDERTAKING.
TEAM HAS BEEN ORGANIZED ON INITIATIVE OF ILLINOIS FARM
BUREAU, ALL EXPENSES WILL BE BORNE BY PARTICIPANTS
AND NATURE OF MISSION IS PURELY COMMERCIAL IN SCOPE. INGERSOLL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRADE PROMOTION, TRADE VISITS
Control Number: n/a
Copy: SINGLE
Draft Date: 01 AUG 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: greeneet
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE182437
Document Source: CORE
Document Unique ID: 00
Drafter: JKORNBLUM:LCB
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750266-1033
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750889/aaaadakt.tel
Line Count: 77
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN EUR
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 75 STATE 175485
Review Action: RELEASED, APPROVED
Review Authority: greeneet
Review Comment: n/a
Review Content Flags:
Review Date: 02 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <02 JUN 2003 by CunninFX>; APPROVED <07 OCT 2003 by greeneet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: ILLINOIS FARM BUREAU SALES MISSION
TAGS: EEW, EPAP, BTRA, GC, US, ILLINOIS FARM BUREAU
To: BERLIN
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006